

Hegde Unhedged

Indian Banks: Apr/May/Jun 2024

Snippets from Earnings Presentations/Transcripts

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Why am I doing this?

- I am a former analyst who tracks Indian banks & NBFCs
- I decided to put interesting snippets into a presentation to share with friends
- I am NOT a SEBI Registered Research analyst. I don't have a Telegram group. I don't manage money for other people. This is not a commercial endeavour.
- Feel free to forward this presentation or use parts of it. No attribution expected.

Contents

- **Public Sector Banks**
- Large Private Sector Banks
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- Small Finance Banks

SBI: Grew loans much faster than deposits. Retail lagged.

(₹ in Crores)			
Segment	Jun 2023	Jun 2024	YoY Growth (%)
Retail Personal	12,04,279	13,68,045	13.60
Agri	2,64,052	3,09,094	17.06
SME	3,69,917	4,43,412	19.87
Corporate	9,82,184	11,38,579	15.92
Domestic Advances	28,20,433	32,59,130	15.55
Foreign Offices Advances	4,83,299	5,52,957	14.41
Total Whole Bank Advances	33,03,731	38,12,087	15.39

₹ in Crores			
Particulars	Jun 2023	Jun 2024	YoY Growth (%)
Current Account Deposits (CA)	2,58,232	2,46,158	-4.68
Saving Bank Deposits (SA)	16,07,827	16,68,282	3.76
CASA Deposits	18,66,059	19,14,440	2.59
Term Deposits (TD)	24,86,168	27,89,510	12.20
Domestic Deposits	43,52,227	47,03,950	8.08
Foreign Offices Deposits	1,79,010	1,97,776	10.48
Total Deposits	45,31,237	49,01,726	8.18

Source: SBI June Qtr Earnings Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/26d73423-db42-4b5f-9cbd-269e3e6e8fc4.pdf>

SBI: Chairman says it isn't an issue coz they are at 69% CD ratio

- **Mr. Manish Ostwal – Fund Manager, Nirmal Bang Securities Pvt Ltd**

The second question on the, given the current macro-economic scenario, so we have seen the 15% loan growth and 8% deposit growth. How do you see the deposit increase in the bank for the rest of the current financial year and do you see the further cost of deposit to increase for the bank?

- **Mr. Dinesh Khara – Chairman, State Bank of India**

See, even now also we are at about 69% kind of a CD ratio. So, deposit growth in absolute number is one aspect. Cost at which it is raised is another aspect which we cannot ignore. Though our cost of deposit has gone up by about 45 bps, but our NIM compression has happened only to the extent of 11 bps. So that is a very clear reflection that it has been a very judicious strategy on the part of the Bank to be very mindful in terms of the cost at which the deposits are being raised. Having said that, I would also like to mention that we are very mindful about the depositors' interest and that is the reason in some of the buckets, we have increased the interest rates but that is essentially to ensure that the franchise value stays intact. So that is what our philosophy has been. 15% growth in terms of loan book and 8% growth in deposit, we don't have any liquidity challenge for the simple reason that we have an excess SLR to about ₹ 3.7 trillion. Another aspect which I would like to highlight is that we are opening almost 60,000 odd savings bank accounts daily and out of these, about 34-40 thousand accounts are getting opened through YONO.

Source: SBI June Qtr Analyst Transcript

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/c380dde0-c8f5-403a-b4b2-f229f050d921.pdf>

SBI: Cost of deposits increased but yield on loans did not

Yield on Advances (%)



Cost of Deposits (%)



Source: SBI June Qtr Earnings Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/26d73423-db42-4b5f-9cbd-269e3e6e8fc4.pdf>

SBI: Gold Loans grew fastest within Retail personal loans

Retail Personal Portfolio of

~₹13.7 lakh crores

3 - year CAGR at

~16%

Jun 24:

~42.0%

of Dom. Adv.



Home Loans

O/S, ₹ in crores

7,39,581

YoY Growth, %

13.34

GNPA, %

0.81



Auto Loans

1,17,625

16.63

0.44



Xpress Credit

3,45,576

11.20

0.97



Personal Gold Loans

35,437

20.52

0.28



Other P Seg Loans

1,29,826

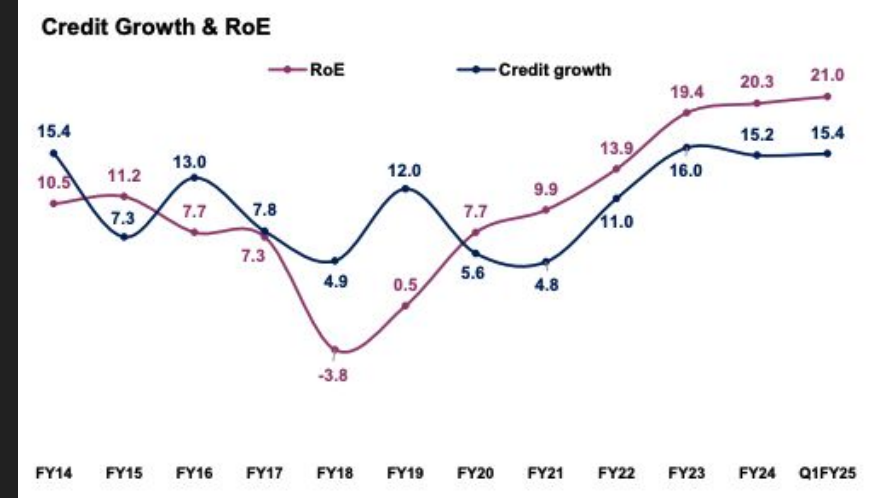
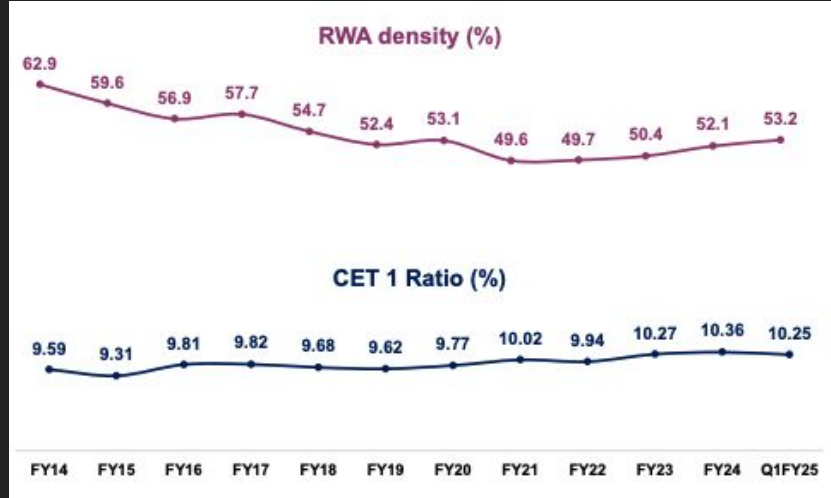
17.28

0.85

Source: SBI June Qtr Earnings Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/26d73423-db42-4b5f-9cbd-269e3e6e8fc4.pdf>

SBI: Return on Equity > Credit Growth ; CET1 lower than system



Source: SBI June Qtr Earnings Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/26d73423-db42-4b5f-9cbd-269e3e6e8fc4.pdf>

SBI: NPAs have moved up slightly in some segments

Segmental NPAs:	Jun 23		Mar 24		Jun 24	
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %
Retail:	55,911	3.04	54,930	2.63	58,081	2.74
Agri.	29,774	11.28	29,213	9.58	30,425	9.84
Per Segment	8,497	0.71	9,496	0.70	11,033	0.81
SME	17,640	4.77	16,221	3.75	16,623	3.75
Corporate	33,637	3.42	27,848	2.45	24,752	2.17
International	1,780	0.37	1,498	0.28	1,393	0.25
Total	91,328	2.76	84,276	2.24	84,226	2.21

Source: SBI June Qtr Earnings Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/26d73423-db42-4b5f-9cbd-269e3e6e8fc4.pdf>

SBI: CFO hopefully has some pockets of excess provision :)

- **Mr. Ashok Ajmera – Chairman, Ajcon Global**

Sir, last one, some data point, Sir, we have been talking that yes, you are making provisions for standard asset right from the COVID and so many other and we are having lot of buffer provisions, can some ballpark some number that how much excess provision overall under all account beyond IRAC norms?

- **Mr. Dinesh Khara – Chairman, State Bank of India**

In fact, you know, in a bank like ours, our DMD Finance or CFO, they have got pockets which are not even known to the Chairman. So, I'm not in a position to share that number and I also encourage that she should have some - she or he should have such pockets because we have to keep ourselves largest Bank of the country have to insulate itself from any of the rainy season. We don't want any challenge.

Source: SBI June Qtr Analyst Transcript

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/c380dde0-c8f5-403a-b4b2-f229f050d921.pdf>

SBI: Chairman is not too concerned about slippages

- **Mr. Manish Ostwal – Fund Manager, Nirmal Bang Securities Pvt Ltd**

Hello! This is Manish Ostwal from Nirmal Bang Securities. Sir, my question is on the slippages during the quarter. So, we have seen some uptick, is it largely seasonal in nature or election or heat wave impacted retail collection during the quarter?

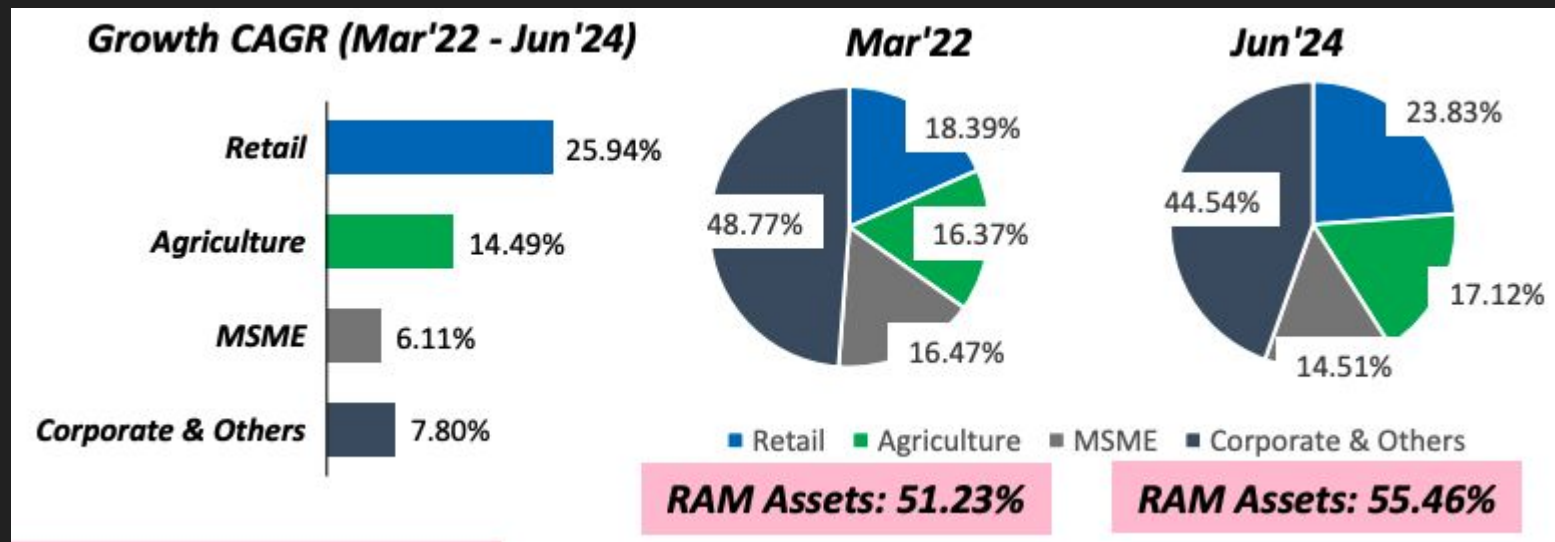
- **Mr. Dinesh Khara – Chairman, State Bank of India**

As far as the slippage in the first quarter is concerned, I would actually split them into 2 - 3 reasons. One of course, these are the aging provisions on the standard assets, our book is growing, so that is one of the reasons. The second reason is, some kind of slippages which were seen in the unsecured personal and that was essentially on account of some delayed credit which you had seen in some of the states on account of the delayed credit of the salary. But when we look at the slippage ratio in the previous years also of quarter one, in the year 2022, it was at 1.38%, in quarter1 of 2023-24, it was at 0.94% and now it is at 0.84%. Actually, it is lower in terms of the percentage point and out of these ₹ 7900 crores slippages also which has been seen as on 30th June, almost ₹ 1600 crores have already been pulled back. So, this is a kind of a scenario, and I actually don't really worry much about it. We are in a position to have a decent quality. There is nothing wrong with the underwriting. It's essentially seasonal I would say. A part of it is seen even in agriculture also but that is invariably seen in the first quarter.

Source: SBI June Qtr Analyst Transcript

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/c380dde0-c8f5-403a-b4b2-f229f050d921.pdf>

Punjab National Bank: Grew retail loans rapidly



Source: Punjab National Bank June Qtr Earnings Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachLive/5009d1f9-f10a-4b99-88fa-bdfb98743966.pdf>

PNB: Asset quality continues to improve across segments

Asset classification-Sectoral (2/3)

(All Amounts are in INR Cr)

S.No	Parameters	Mar'22			Mar'23			Mar'24			Jun'24		
		Advances	GNPA	GNPA%	Advances	GNPA	GNPA%	Advances	GNPA	GNPA%	Advances	GNPA	GNPA%
1	Retail Loans	1,39,594	6,955	4.98%	1,97,698	5,863	2.97%	2,22,574	5,060	2.27%	2,34,564	3,340	1.42%
2	Agriculture	1,24,286	25,572	20.58%	1,42,105	26,067	18.34%	1,58,188	21,979	13.89%	1,68,503	21,301	12.64%
3	MSME	1,25,032	26,520	21.21%	1,30,178	24,601	18.90%	1,39,288	19,727	14.16%	1,42,886	19,499	13.65%
4	Corporate & Other	3,70,302	31,536	8.52%	3,79,785	19,121	5.03%	4,22,341	7,953	1.88%	4,38,453	5,500	1.25%
5	Domestic (1+2+3+4)	7,59,214	90,583	11.93%	8,49,766	75,651	8.90%	9,42,391	54,719	5.81%	9,84,407	49,639	5.04%
6	Overseas	25,890	1,865	7.20%	34,914	1,677	4.80%	40,934	1,624	3.97%	44,275	1,623	3.67%
7	Global (5+6)	7,85,104	92,448	11.78%	8,84,681	77,328	8.74%	9,83,325	56,343	5.73%	10,28,682	51,263	4.98%

Source: Punjab National Bank June Qtr Earnings Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachLive/5009d1f9-f10a-4b99-88fa-bdfb98743966.pdf>

PNB: Expects its credit growth to slow from 18% annualized

Atul Kumar Goel:

Okay. Ajmera ji, I will give one by one. First is credit growth. Definitely, I told you 4.6 is the quarterly 18%, but I am giving the guidance for the 11% to 12%. Why I am giving 11% to 12% because we are a big bank, there is some short-term advance also available in the book. Because we have to see what our incremental cost of the deposit is and whether we will reprice that advances or not. Because we are not doing any business, we should not get any remunerative profit also. We will not give any where there is a negative carry, this is the reason we will not roll over if we will not get the pricing of our choice. This is the reason we will stick 11% to 12%. But definitely we will try. If opportunity is available, business is available, we will definitely do. Deposit is not the challenge, we will raise the bulk deposit as well as I told you. If I am raising the bulk deposit at 8 percent, if I get the deal on the asset side of more than 8%, I will not allow the opportunity to go down. Suppose I am getting the asset side on the 8% because typically customers are asking for the 8%, sometimes there's an 8%. What is the benefit to raise the bulk deposit of 8% giving the loan to just only increase the top line? So, this is the answer of cash growth.

Source: Punjab National Bank June Qtr Analyst Transcript

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/b3ae264f-8f2f-4cbc-92ab-fbc85a49ba4d.pdf>

Bank of Baroda: Grew retail loans a lot. Esp personal loans.

Particulars (INR crore)	Jun'23	Jun'24	YoY (%)
Retail*	1,84,091	2,22,494	20.9
Home Loans*	99,976	1,14,711	14.7
Auto Loans*	32,171	40,242	25.1
Mortgages Loans*	17,100	18,988	11.0
Education Loans	8,400	9,981	18.8
Personal Loans	22,042	30,691	39.2
Gold Loans	2,660	6,288	136.4
Others	1,742	1,594	-8.5
Agriculture	1,27,583	1,39,160	9.1
Gold Loans	37,992	42,621	12.2
MSME*	1,09,220	1,19,940	9.8
Corporate	3,46,822	3,55,375	2.5
Others	44,910	44,816	-0.2
Gross Domestic Advances	8,12,626	8,81,785	8.5
International Gross Advances	1,78,362	1,89,896	6.5
Global Gross Advances	9,90,988	10,71,681	8.1

Source: Bank of Baroda June Qtr Earnings Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/3e8b85e4-cc48-42ba-8b6e-b339274faed1.pdf>

Bank of Baroda: Cut loans to NBFCs rated AA and below

Rating Profile of NBFCs Standard Outstanding*				
Particulars	Mar'24		Jun'24	
	Outstanding (INR crore)	% Share	Outstanding (INR crore)	% Share
AAA	1,00,849	67.33	1,02,873	68.84
AA	35,198	23.50	34,160	22.86
A	10,600	7.08	10,001	6.69
BBB	2,063	1.38	1,397	0.94
BB & below	1,079	0.72	997	0.67
Total	1,49,788	100	1,49,428	100

Source: Bank of Baroda June Qtr Earnings Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/3e8b85e4-cc48-42ba-8b6e-b339274faed1.pdf>

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HDFC Bank: Retail Mortgages were fastest growing segment

Balancing growth			
Loans (₹ bn)	Mar'24	Jun'24	QoQ
Retail	12,627	12,817	1.5%
<i>Retail Mortgages</i>	7,744	7,880	1.8%
<i>Retail Non-Mortgages</i>	4,883	4,937	1.1%
CRB	8,056	8,128	0.9%
Corporate and other wholesale	5,075	4,805	(5.3%)
Advances under management	25,758	25,750	(0.0%)
IBPC/BRDS/Securitisation	(680)	(881)	29.5%
Gross Advances	25,078	24,869	(0.8%)
<i>Retail : Wholesale mix*</i>	55% : 45%	56% : 44%	
<small>*As per Basel classification</small>			
10 HDFC Bank Presentation Q1 FY2025			

Source: HDFC Bank June Qtr Earnings Presentation

HDFC Bank: Pulled back on personal loan growth early on

Moderator:

Next question is from the line of Manish Shukla from Axis Capital.

Manish Shukla:

On unsecured personal loan, your growth has been sharply lower than some of the peers. What's your thought process on that segment? And how do you think that changes?

Sashidhar Jagdishan:

No, that is a very conscious call. I mean, as I said, we -- our internal early systems probably pick this up rather early and obviously, they have been rather conservative. And that is the reason why we were all right and happy to sort of slow down growth. And we were -- of course, this synchronizes with what the regulator has been sort of highlighting as well. It has been contrarian to what we've seen in industry growth. And we have been contrarian not just now, but even in the past. So I guess at the right time, we will step up the pedal.

Source: HDFC Bank June Qtr Analyst Call Transcript

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/94d03650-9410-4870-b9ba-d4c553d2740b.pdf>

ICICI Bank: Personal Loans (PL) & Credit Cards grew fastest

Sandeep covered the loan growth across various segments. Coming to the growth across retail products, the mortgage portfolio grew by 14.2% year-on-year and 2.5% sequentially. Auto loans grew by 14.8% year-on-year and 1.7% sequentially. The commercial vehicles and equipment portfolio grew by 13.9% year-on-year and 2.2% sequentially. Personal loans grew by 24.9% year-on-year and 1.5% sequentially. The credit card portfolio grew by 31.3% year-on-year and 4.2% sequentially. The personal loans and credit card portfolio were 9.7% and 4.4% of the overall loan book respectively at June 30, 2024.

Source: ICICI Bank June Qtr Analyst Call

<https://www.icicibank.com/content/dam/icicibank/india/managed-assets/docs/about-us/2024/transcript-of-analyst-call-held-on-july-27-2024.pdf>

ICICI Bank: Also, PL growth has slowed y/y & will slow further

Abhishek Murarka:

Three questions. One is in cards and PL. Do you think any additional tightening is needed or the current QoQ growth rates allow you to filter out enough risk and this kind of QoQ trend can continue?

Anindya Banerjee:

I don't think we are looking at really any material tightening. I mean there is minor tweaking and refinement that we keep doing. On PL, we had taken a number of actions last year and I think the growth rate has come off; if you look at the year-on-year growth, it has come from 40% to 24% and I am guessing by the time we end this year it will be closer to 20% kind of number or lower. So, I don't think there is anything much to be done. Cards, it's an ongoing refinement, but as I said there we want to grow the business. So, to answer your question, I don't think anything needed.

Source: ICICI Bank June Qtr Analyst Call

<https://www.icicibank.com/content/dam/icicibank/india/managed-assets/docs/about-us/2024/transcript-of-analyst-call-held-on-july-27-2024.pdf>

Axis Bank: Personal Loans were fastest growing part of retail

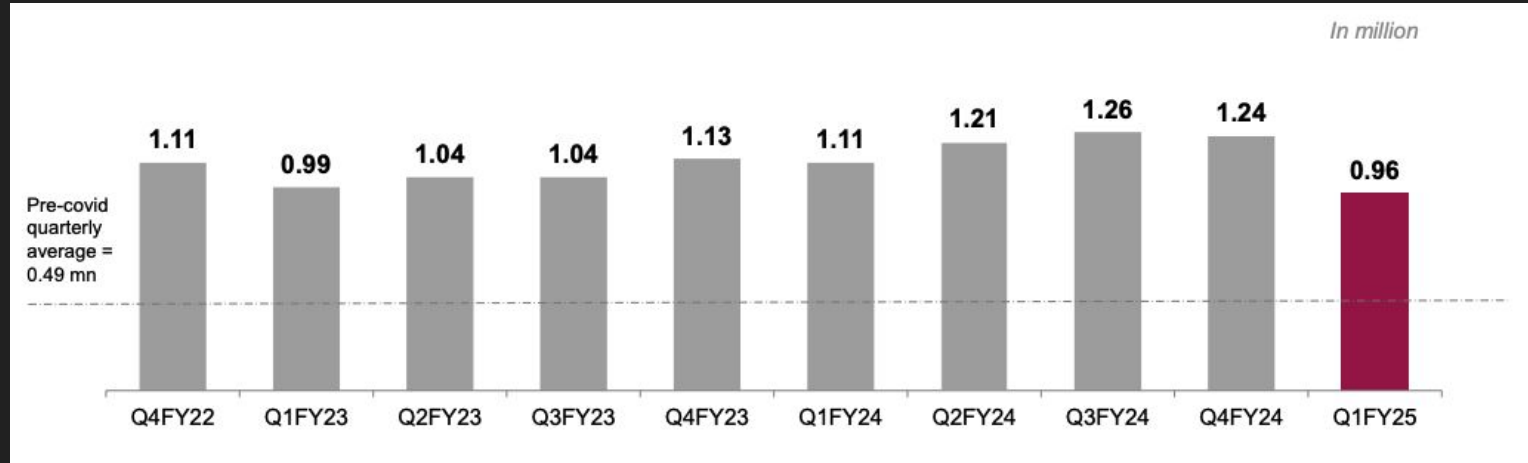
~ 71% of our retail book is secured ⁽¹⁾

<i>in Rs Crores</i>	Jun-24	QOQ	YOY	% Prop
Home Loans	1,65,353	(0.3%)	6%	28%
Rural loans	88,508	(4%)	24%	15%
Personal loans	73,620	3%	29%	13%
Auto loans	58,827	0.1%	10%	10%
LAP	65,051	2%	28%	11%
SBB	58,391	2%	26%	10%
Credit Cards	42,526	3%	22%	7%
Comm Equipment	11,979	(2%)	9%	2%
Others²	20,857	0.4%	26%	4%
Total Retail	5,85,112	0.3%	18%	100%

Source: Axis Bank June Qtr Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/f962b87c-49fa-4f20-8b43-4159690037b8.pdf>

Axis Bank: Credit card issuance rate slowed sharply



Source: Axis Bank June Qtr Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/f962b87c-49fa-4f20-8b43-4159690037b8.pdf>

Axis Bank: Doesn't expect slower growth in PL/CC to persist

Arjun Chowdhry:

Abhishek, this is Arjun. I'll answer the question on credit cards and personal loans first. I think Amitabh mentioned this just now too. We keep calibrating our growth in terms of where we see the best returns and returns are measured by RAROC, as we talked about. So there will be a constant calibration in the composition of the balance sheet.

We also know that the personal loans and cards deliver a higher RAROC if done well. Yes, you're right. We have – in fact, called it out in our investor presentation that this is the first quarter where we did just under 1 million cards. Otherwise, we have been doing close to 1 million cards for the past 10 quarters.

So we've taken action where we needed to based on what we saw both in our portfolio and the industry and what we saw from the bureau. Since both cards and personal

loans are unsecured, we are fairly prompt and we have a very dynamic model, which tells us how those portfolios are behaving, and we take those actions very quickly.

You would have noticed that the pace of growth has been tempered to reflect that. That being said, the areas for growth will come by a continued calibration of the balance sheet and continue to grow it to maximize the returns that we deliver on that. So we categorically believe, no, we don't see this as a new normal. I can speak only for our portfolio, but I don't see the first quarter annualized number has been the new normal for either personal loans or cards. I talked about some of the calibration actions we've taken. We fully expect that those will play out over the next three quarters, along with other actions that we are taking and will show significant improvements from there.

Source: Axis Bank June Qtr Analyst Call Transcript

<https://www.axisbank.com/docs/default-source/call-transcript/q1fy25-earnings-call-transcript.pdf>

Kotak: Grew corporate loans fast q/q. Consumer slowed coz RBI.

Customer Assets

₹ cr	30-Jun-24	30-Jun-23	31-Mar-24	YoY	QoQ
Home Loans & LAP	110,850	95,147	1,06,726	17%	4%
Business Banking	37,591	29,906	35,997	26%	4%
PL, BL and Consumer Durables	20,317	16,692	20,049	22%	1%
Credit Cards	14,644	11,360	14,505	29%	1%
Consumer	183,402	153,105	177,277	20%	3%
CV/CE	37,941	28,530	36,833	33%	3%
Agriculture Division	27,324	26,487	27,850	3%	(2%)
Tractor Finance	15,800	13,916	15,802	14%	0%
Retail Microcredit	10,368	6,963	9,983	49%	4%
Commercial	91,433	75,896	90,468	20%	1%
Corporate	93,581	77,569	87,310	21%	7%
SME	28,186	23,312	27,247	21%	3%
Others	9,355	7,149	9,427	31%	(1%)
Advances (A)	405,957	337,031	391,729	20%	4%
Credit Substitutes (B)	29,870	25,173	31,595	19%	(5%)
Customer Assets (A + B)	435,827	362,204	423,324	20%	3%
IBPC & BRDS (C)	16,000	8,448	15,654		
Net Advances (A - C)	389,957	328,582	376,075	19%	4%

Source: Kotak Bank June Qtr Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/91f4b4ce-91cc-4443-a83c-9170679b284f.pdf>

Kotak: Stress in low cost deposits & pockets of retail unsecured

We have seen the ongoing stress in low-cost deposits. And that is an industry wide phenomenon and we continue to try and build propositions to counter this. In addition, we have seen a certain level of stress in certain pockets on consumer, retail unsecured assets, particularly at the low-ticket levels and in certain segments where the customer has got overleveraged. We are obviously maintaining a very, very sharp focus on these kinds of segments.

Source: Kotak Bank June Qtr Analyst Call Transcript

<https://www.kotak.com/content/dam/Kotak/investor-relation/Financial-Result/QuarterlyReport/FY-2025/q1/transcript/Q1FY25-Transcript.pdf>

Kotak: Will keep capital high & can generate high returns on it

Suresh Ganapathy:

Just one question, I mean because we did discuss about this capital stuff, is there a thought that the Bank could increase its payout ratio because there is something which has never been discussed and there you will always remain quite well capitalized even if you assume 18% to 19% kind of growth for the foreseeable future, so why not give more dividend?

Ashok Vaswani:

This fundamentally goes back to this notion of capital and excess capital and like I explained Suresh, the way I look at it is having a fortress balance sheet is a good thing. The fundamental question I am asking for myself is, hey, so what is the return that excess capital is giving and I am submitting to you the way we are investing it, the return that we are getting actually is a decent return as we can't show it in the P&L, but this time the accounting has kind of helped us to show you what kind of returns we are getting on this excess capital and if the cost of the insurance premium is not high, high carrying that excess capital, then having a fortress balance sheet and yet getting a return is a very nice position to be at. So, in fact, as long as I am being able to deliver that for our shareholders, I think we are in a very good position, right.

Suresh Ganapathy:

Just one extension of the same question is your ROE is at 14%, your peers are at 17%-18%, so somewhere down the line it is hurting you that denominator is that base, right? I mean it's taking time for you to realize some of that excess returns that you're talking about getting flown into the P&L number. That is we are not talking about for one quarter, we are talking about for the past several years, and these ROEs have been lower than some of your peers.

Ashok Vaswani:

Yes, that's right. That's the point right now today in this quarter, because of the accounting change you've seen, how much has shown into the reserves, right? So, it's the embedded value of the investments that are showing up. If you take that, you can actually compute what is the return that we are generating on that excess capital. And I can assure you, you will be quite pleased that we are generating that kind of return on the excess capital. Now it's not going to P&L, but a sophisticated investor like you will understand the value of this kind of investment. In fact, I would submit to you because of this, our stock is very undervalued. Not only are we carrying a fortress balance sheet, we are making those investments and getting you a very good return. And today, we are actually being able to depict a certain amount of it say this is the same story in KGI. KGI is slightly different from the choice that we have made, right, but the embedded value of the KGI transaction suddenly became known to you in this quarter or whenever we announced the sale. So, you see the embedded value in the franchise, it is incredible.

Source: Kotak Bank June Qtr Analyst Call Transcript

<https://www.kotak.com/content/dam/Kotak/investor-relation/Financial-Result/QuarterlyReport/FY-2025/q1/transcript/Q1FY25-Transcript.pdf>

IndusInd: Saw sharp increase in NPAs for Cards & MFI

NPA Composition – Consumer Banking

(₹crs)

Q1 FY25	CV	CE	Small CV	TW	PV	Tractor	BBG/LAP	Cards	MFI	Others	Total
Gross NPA	364	64	73	364	82	118	890	334	1,988	545	4,822
Gross NPA %	1.07%	0.54%	1.77%	7.05%	0.31%	1.37%	3.14%	3.07%	5.16%	2.13%	2.49%

Q4 FY24	CV	CE	Small CV	TW	PV	Tractor	BBG/LAP	Cards	MFI	Others	Total
Gross NPA	288	42	61	402	64	114	840	268	1,837	463	4,379
Gross NPA %	0.86%	0.37%	1.51%	7.65%	0.25%	1.27%	3.00%	2.48%	4.53%	1.80%	2.26%

Source: Indusind Bank June Qtr Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/7b58a734-0b12-4b56-80ba-4c8c7646aada.pdf>

IndusInd: Expects vehicle business to pick up as year progresses

- First quarter of the financial year has generally been a seasonally weak quarter and the second half of a year contributes larger share of disbursements as well as recoveries. With election related uncertainties also behind us, we expect the trend to continue in this year too. The timely onset of monsoon and government's capex push in recent budget also augurs well for the outlook of vehicle business.
- Overall, we have seen activity levels improving from July. We expect vehicle demand to pick up pace as the government spends resume post the budget and monsoon period gets over. We should thus see acceleration in the vehicle loan growth as the year progresses.

Source: Indusind Bank June Qtr Analyst Transcript

https://www.indusind.com/content/dam/indusind-corporate/investors/QuarterFinancialResults/FY2024-2025/Quarter1/IndusInd_Bank_Analyst_Call_Q1FY25_20240726.pdf

IndusInd: Microfinance has slowed in pockets, consciously

Kunal Shah:

Okay. And secondly, if you can just share the colour with respect to MFI any particular states, any particular districts, there has been disruption. And how the collection efficiency and the behavior of the pool has been given maybe obviously, there have been a lot of concerns out there?

Sumant Kathpalia:

Kunal, first of all, let me tell you, where we have slowed down. So Orissa is one such state where we slowed down. There were a lot of overleveraging happening. And we slowed down our business in Orissa two quarters ago. That's one. In UP, too, we slowed down our business in Eastern UP and we saw that there are stress and there was a growth in borrowing levels, which was coming from other microfinance lenders. We slowed down in Punjab too. You would have realized that 'Karza Maaf Andolan' which has started, we actually started slowing down the business about three quarters ago. Our business has now become small in that area. Jharkhand is another state where we've a little bit slowed down the business. We think that there are some issues which are developing there and we started pulling out on that stage.

Otherwise, if you look at the business, there are good places like Karnataka. We are seeing good business in parts of West Bengal, Jharkhand, Rajasthan, and Maharashtra. So, we are seeing good quality business coming out of these areas. And we feel confident about growth in these areas and our NPA flows remain range bound. We expect MFI gross flows to be around 3.5% and credit cost around 2.5%. That is the reason this is a big & important business, which delivers a decent ROA for us. The success of this business is in taking early calls and seeing the trends. And the processes of Bharat Financial are strong and they are able to see early trends and exit those regions.

Source: Indusind Bank June Qtr Analyst Transcript

https://www.indusind.com/content/dam/indusind-corporate/investors/QuarterFinancialResults/FY2024-2025/Quarter1/IndusInd_Bank_Analyst_Call_Q1FY25_20240726.pdf

IndusInd: Cards has challenges on fees & asset quality

Abhishek Murarka: The second question is on card fees. I think there was a fair bit of drop this quarter. Just can you share what's the way forward? And what led to the drop this quarter?

Sumant Kathpalia: So there are three things that led to the drop this quarter. One, I think the regulator came with a directive that overlimit fees cannot be charged and there was around INR24 crores drop in the card fee as a consequence of that, in a quarter. So that's on ongoing basis, which you will see happening in the card fee. Second, our acquisitions were lower. And as a consequence, our card fees were lower for higher-end accounts. And the third was the interchange on rentals was eliminated, and we stopped doing the rental from the card as that was leading to delinquency, and that was also a INR10 crores income for us in the quarter and that dropped.

Abhishek Murarka: Okay. So this is all actually structured. So this is not going to revert?

Sumant Kathpalia: I don't think all of it will reverse because rental yields have gone down, and rental interchange has disappeared. Overlimit charges have disappeared. But the third thing on acquisitions, we will build up the card business again. So, it's not that we will stop the acquisition and high-end cards are a priority for us.

Abhishek Murarka: Right. And can you just talk about the asset quality in cards. You've seen a bit of inch-up in NPAs you've said previously. I think on the previous call that you are seeing some stress there.

Sumant Kathpalia: I think you will see some stress in the card business for next two quarters. Let me be candid. There is some stress building up. If you look at the 60-plus and 30-plus DPDs, the 30-plus looks 7% right now. So, it's not looking completely good. You will see some flows which will happen on the card business. But it's well under control and the ROAs are under control. So, we have to manage it. We are putting all our efforts, but there is some stress on the card business right now.

Source: Indusind Bank June Qtr Analyst Transcript

https://www.indusind.com/content/dam/indusind-corporate/investors/QuarterFinancialResults/FY2024-2025/Quarter1/IndusInd_Bank_Analyst_Call_Q1FY25_20240726.pdf

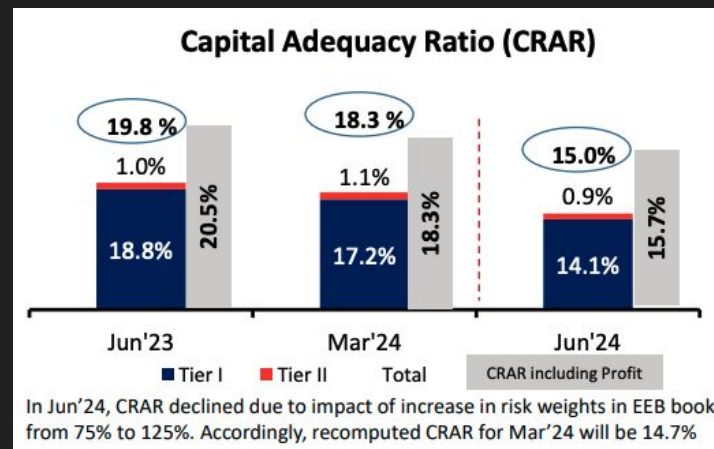
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Bandhan hiked risk weights on some microfinance loans

One important and last point I would like to touch upon, before handing over the call to my colleague and CBO Rajinder Babbar is the increase in risk weights in the EEB loan portfolio. As you are all aware, in November 2023, Reserve Bank of India had mandated higher risk weights for consumer credit from 100% to 125% with certain specific exemptions. The Bank immediately complied with the same for all our consumer credit portfolio. The EEB portfolio of our Bank was treated as regulatory retail for risk weight computation at 75% since beginning of the Bank as per external guidelines.

The circular clearly mentioned that microfinance loans were exempted for NBFCs from the increase in risk weight. However, there was no such explicit mention of such exemption available for scheduled commercial banks. Hence, the Bank held various levels of discussions and sought clarification. Thereafter, in consultation and approval from the board, the management has taken a conservative approach to increase and apportion a higher risk weightage of 125% to our EEB portfolio from earlier 75%. This increase in risk weightage of our EEB portfolio has an impact of about 362 bps on our overall capital adequacy ratio. Consequently, our CRAR stands at 15% and including profit of Q1FY25, it is at 15.7%. We are well capitalized to support our future growth plan.



Source: Bandhan Bank June Qtr Analyst Transcript

<https://bandhanbank.com/sites/default/files/2024-07/Bandhan-Bank-Q1FY25-Earnings-Transcript-1.pdf>

IDFC First saw challenges in microfinance & slowed its growth

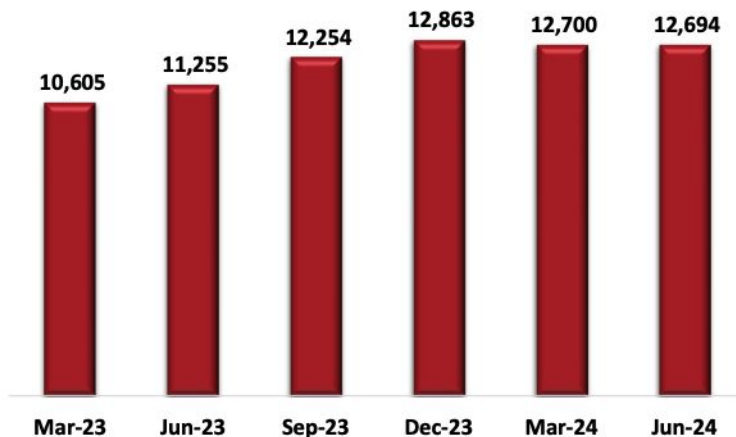
JLG Portfolio: Interventions undertaken to improve portfolio quality

Steps taken to improve microfinance portfolio quality

- Bank has moderated the growth on JLG portfolio.
- Policy interventions taken based on leverage study.
- Bank restricting based on number of trade lines, lender count etc.
- Bank implementing new scorecard-based screening
- As mentioned earlier, Bank also insuring the loan book from CGFMU for bookings since January 2024

JLG Portfolio Outstanding (Rs crore)

The Bank has moderated growth of JLG loan book to 12.8% YoY



Source: IDFC First Bank June Qtr Analyst Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/fb8a7efa-efe0-4181-9bcc-ccd84c53ca66.pdf>

IDFC First calling out younger borrowers & BNPL as higher risk.

Pritesh Bumb:

But sir, any age group which is driving for the industry, because a lot of millennials and everybody is raising money from, or borrowing money from even the fintech lenders. So anything there we can call out?

V. Vaidyanathan:

Yes, yes, yes, we can call out, if you want to go deeper. So in the sense that when we analyze our credit card business, for example, I don't mean the overall unsecured, I'm not talking uniformly for the entire 50%, but I'll take 1 sliver of credit cards and talk to you. So on that, we find that people in the age group of 40 to 50 to 60 are the best performers of credit. The 30 to 50 or the 30 to 40, 50 are the next best. And the people who are the youngest borrowers, the 20 to 30, their delinquency is relatively higher. So we do see a definitive age pattern, but I think it's not news in that sense. People always know that youth are a little less responsible so to say. So that's one.

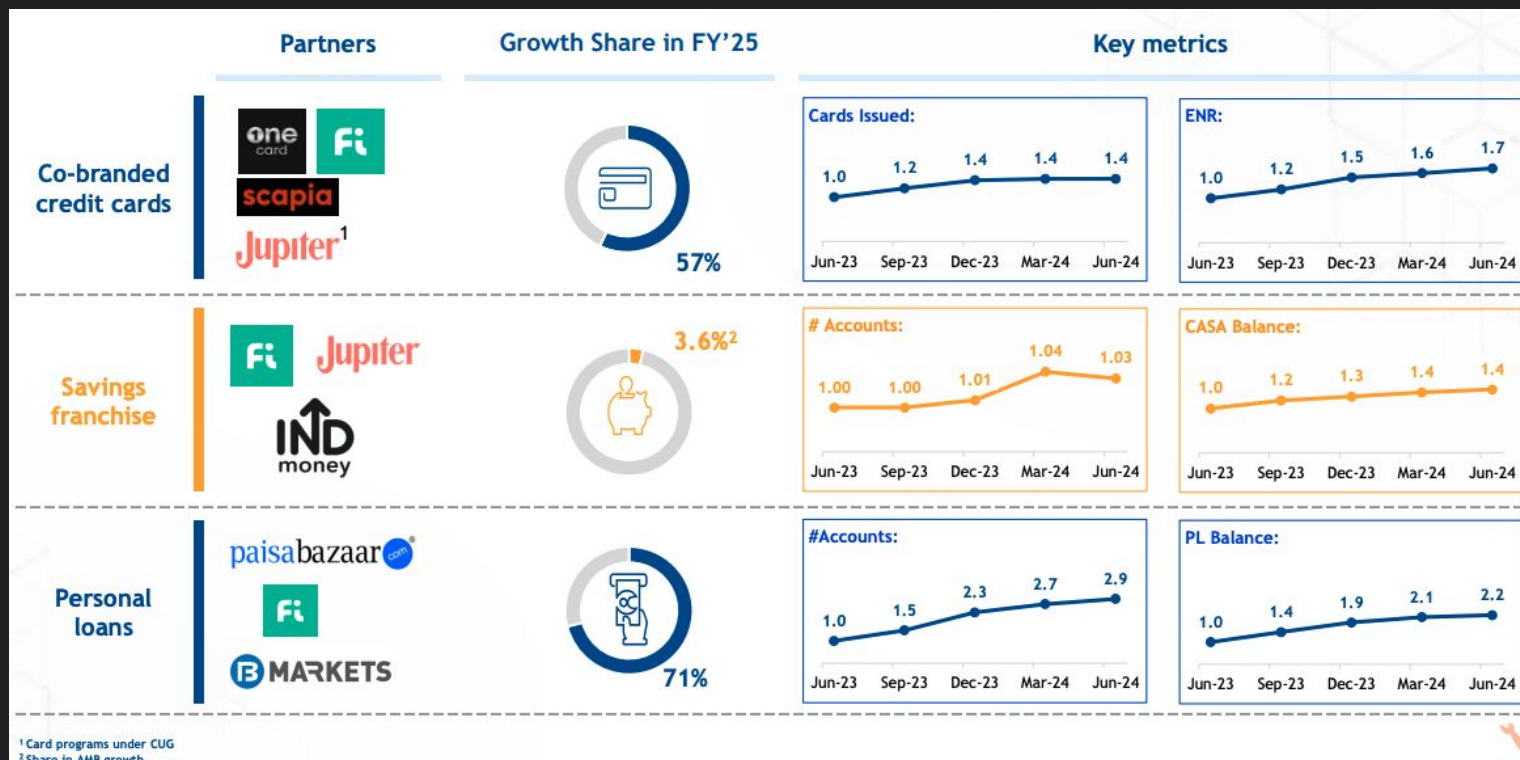
And the other thing is that on the comment on fintech that you talked about, we also experienced that in the buy-now-pay-later business. We did find that our delinquency, especially the 1 month kind of loans that we were doing, we were one of the early players in that game when we were tying up e-comm companies and doing buy-now-pay-later businesses, where somebody could come to an e-comm, set up the preset line and they could draw and they could pay 1 month later.

Now again, small ticket, age group usually low, the delinquency is relatively high for us. So we dealt with all that, but nothing that's like disturbing us, because it's like normal course, part of the same 1.65% we're talking about.

Source: IDFC First Bank June Qtr Analyst Transcript

<https://www.bseindia.com/xml-data/corpfilings/AttachHis/02d5cc90-6638-472f-b922-1a7047cbeaf8.pdf>

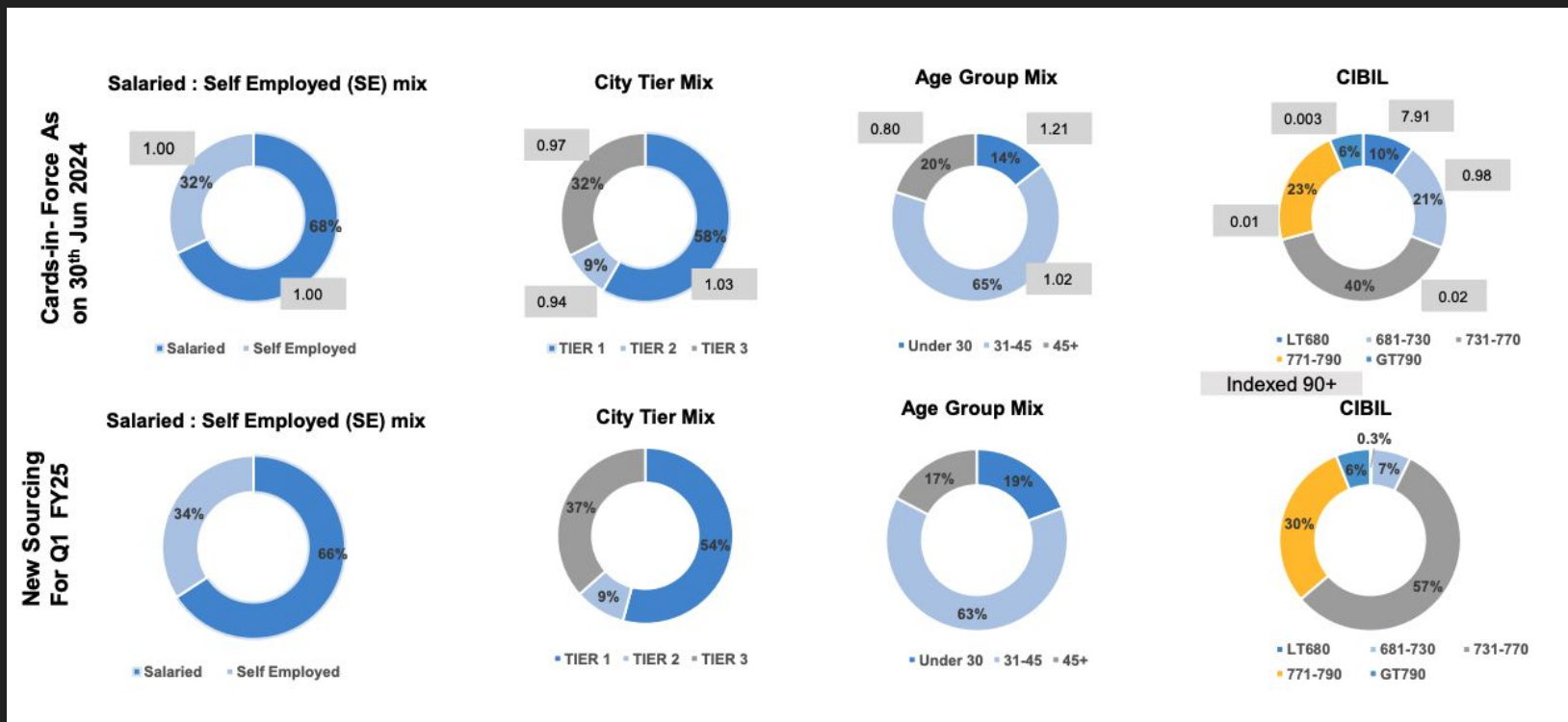
Federal Bank slowed down fintech partner growth



Source: Federal Bank June Qtr Analyst Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/a040b874-9205-416e-bebc-83a27c8e0e81.pdf>

RBL Bank has reduced issuing cards to those with CIBIL ≤ 730



Source: RBL Bank June Qtr Analyst Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/1a5dff3f-030d-42ad-bfc7-6dddbe3c73bf.pdf>

Yes Bank shrank loans to Retail q/q. SME focus showing.

Segmental Break up of Advances	30-Jun-24	31-Mar-24	30-Jun-23	Q-o-Q %	Y-o-Y %
Retail	101,781	105,103	94,445	-3.1% ¹	9.4% ¹
SME	37,147	35,327	28,899	5.3% ¹	23.8% ¹
Mid corporate	34,309	34,393	27,342	-0.3% ¹	25.0% ¹
Corporate	56,328	52,976	49,518	6.3%	13.8%
Total Net Advances	229,565	227,799	200,204	0.8%	14.7%

Segmental Break up of Deposits ³	30-Jun-24	31-Mar-24	30-Jun-23	Q-o-Q %	Y-o-Y %
Retail & Branch Banking led Deposits	142,452	141,523	117,608	0.8% ¹	21.3% ¹
<i>Retail & Branch Banking CASA Ratio</i>	<i>35.9%</i>	<i>36.6%</i>	<i>34.7%</i>		
Other Deposits	122,620	124,849	101,565	-2.0% ¹	20.3% ¹
<i>Other CASA Ratio</i>	<i>24.7%</i>	<i>24.4%</i>	<i>23.3%</i>		
Total Deposits	265,072	266,372	219,173	-0.5%	20.9%

Source: Yes Bank June Qtr Analyst Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/2aaa2fbf-a7a7-4840-89e1-030137b7aade.pdf>

Yes Bank: Retail Unsecured will continue to grow slowly.

M.B. Mahesh: Just want an update on the unsecured loan book. We've had some issues in the last couple of quarters, is there any kind of an update of what you are seeing in your portfolio?

Rajan Pental: So yes, unsecured book in line with the market has some issue in particular in some segments. So accordingly, both for cards and unsecured, we have undergone the policy change. There are new scorecards in play. We have cut down on certain markets and certain profiles. And also just to keep you updated, we have also beefed up our collection machinery. And till the time we are fully comfortable with all the segments we don't intend to open up. So as a result, you will also see a muted growth around unsecured.

So I think it's a time to be a little extra careful around the segment, and it could be a result of the customers over-leveraging themselves and stuff like that.

Source: Yes Bank June Qtr Analyst Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/2aaa2fbf-a7a7-4840-89e1-030137b7aade.pdf>

IDBI Bank: Turnaround has been rapid

Balance Sheet Highlights						
(INR in Crore)	30-Jun-24	31-Mar-24	Growth % Q-o-Q		30-Jun-23	Growth % Y-o-Y
Net Advances	194,026	188,621	↑	3%	165,403	↑ 17%
Deposits	277,548	277,657	↔	0%	244,936	↑ 13%
Shareholders' Funds	53,123	49,882	↑	6%	46,540	↑ 14%
Total Balance Sheet	371,024	363,190	↑	2%	335,899	↑ 10%
Total RWA	177,755	176,531	↑	1%	166,660	↑ 7%
CASA	134,810	140,027	↓	-4%	128,870	↑ 5%
Key Balance Sheet Ratios						
Capital Adequacy	22.42%	22.26%	↑	16 bps	20.33%	↑ 209 bps
CET I Ratio	20.26%	20.11%	↑	15 bps	17.93%	↑ 233 bps
Gross NPA	3.87%	4.53%	↓	-66 bps	5.05%	↓ -118 bps
Net NPA	0.23%	0.34%	↓	-11 bps	0.44%	↓ -21 bps
Provision Coverage ratio	99.34%	99.09%	↑	25 bps	98.99%	↑ 35 bps
CASA Ratio	48.57%	50.43%	↓	-186 bps	52.61%	↓ -404 bps
Previous periods figures have been regrouped/ restated (wherever necessary)						

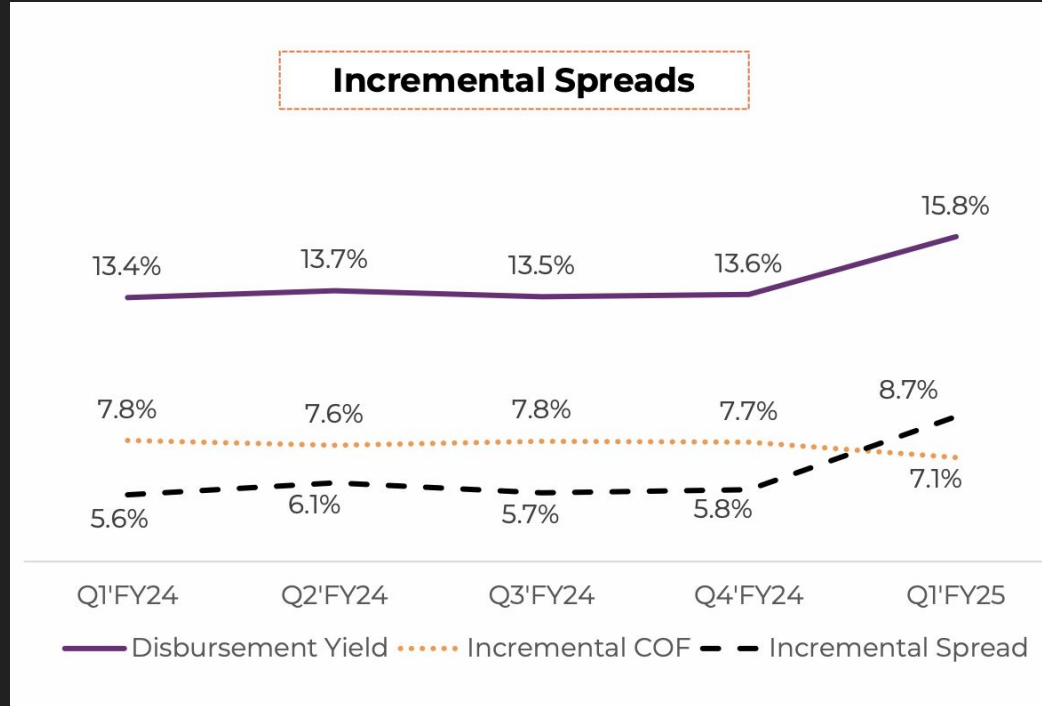
Source: IDBI Bank June Qtr Press Release

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/80a28659-757f-403c-88d9-04503356ab1c.pdf>

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AU Small Finance Bank: Sharp rise in yields post Fincare merger



Source: AU Small Finance Bank June Qtr Analyst Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/0a074d12-6b91-4eb8-ad35-51b7e5b6a25d.pdf>

AU SFB: Lower competitive intensity enabling higher yield

Sanjay Agarwal:

Nitin, my whole assessment is that the market is -- the intensity has gone down because -- the rate has gone up. Even I think the NBFCs are struggling to get the desire money to fund those markets. So I would say the intensity has gone down. And we as a bank also has regrouped ourselves and has taken this as a challenge that let's go back to our older days, and let's price the risk, let's look for high-yield assets, and let's not be in the part of the race.

So I think that has -- strategy has really worked in the last 2 quarters. And so be it Vehicle, MBL/SBL, affordable housing, business banking, agri banking. Every team has built their book on a better yield. So -- and I think as we move forward, I believe that if there is no interest rate cut in this year, there might be a possibility that we might have more room to increase the yield. So I think both. The intensity is going down.

And we as a bank has regrouped and focused on our core. And so that is the one. And -- but I don't think that this will eventually will go and hit our asset quality. So largely, if your book is north of 15% on a gross basis, on advances, you should expect that book at this level would give you around 1.10% kind of NPLs, the credit cost.

So I think -- I don't think that at this level, there is a possibility of any asset quality issues. Of course, the last 3 years or last 4 years of very good days of not having any credit cost are not there. There is a normalization of credit costs as we move forward. But no early bad signs or anything. So that's my sense. I hope it clarifies.

Source: AU Small Finance Bank June Qtr Analyst Transcript

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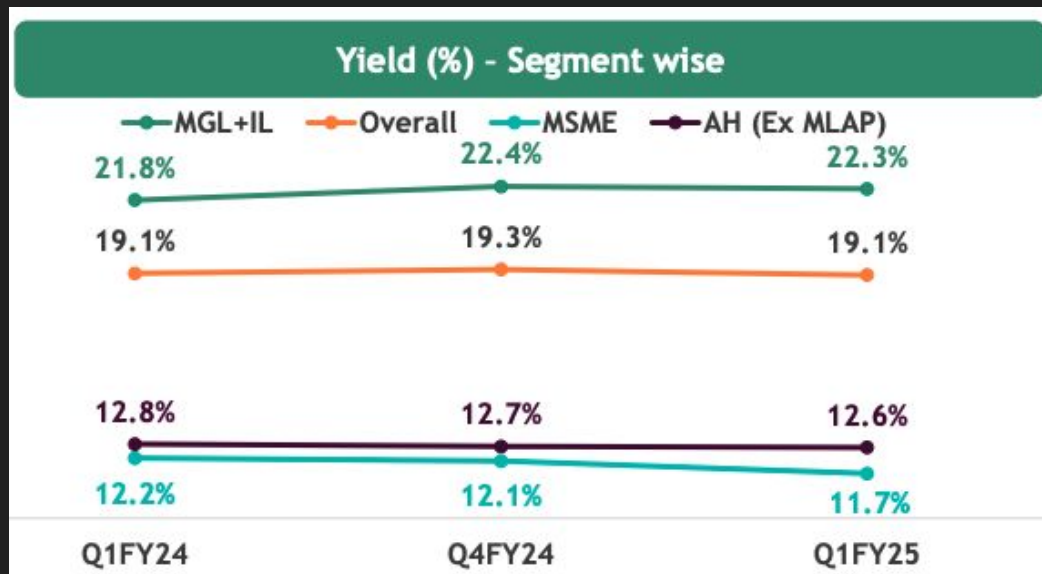
AU SFB: Card issuance to pick up ; Expects high credit costs

- Nidhesh:** Secondly, on the credit card business, the 75,000 credit cards that we've issued is this a new normal or -- because I think for the full year, we have guided for around 6 lakh credit cards?
- Prince Tiwari:** Yes. No, I think for the full year, we remain on -- very similar to last year number, around 5 lakhs cards. So it will pick up as we go along the year.
- Nidhesh:** Sure. And lastly, can you quantify the credit cost in the credit card business in for the quarter?
- Prince Tiwari:** The quarter was a bit seasonal, but I think for the full year, we have guided for anywhere between 6.5% to 7% that should remain.

Ujjivan: Pulling back on microfinance group loans coz of stress

Product	% Gross Loan Book	Growth YoY	Growth QoQ
Micro Group Loans	52%	6%	(2)%
Individual Loans	17%	42%	3%
MSME	5%	(6)%	0%
Affordable Housing*	17%	42%	6%
FIG Lending	6%	48%	4%
Others^	3%	50%	2%
Total	100%	19%	1%

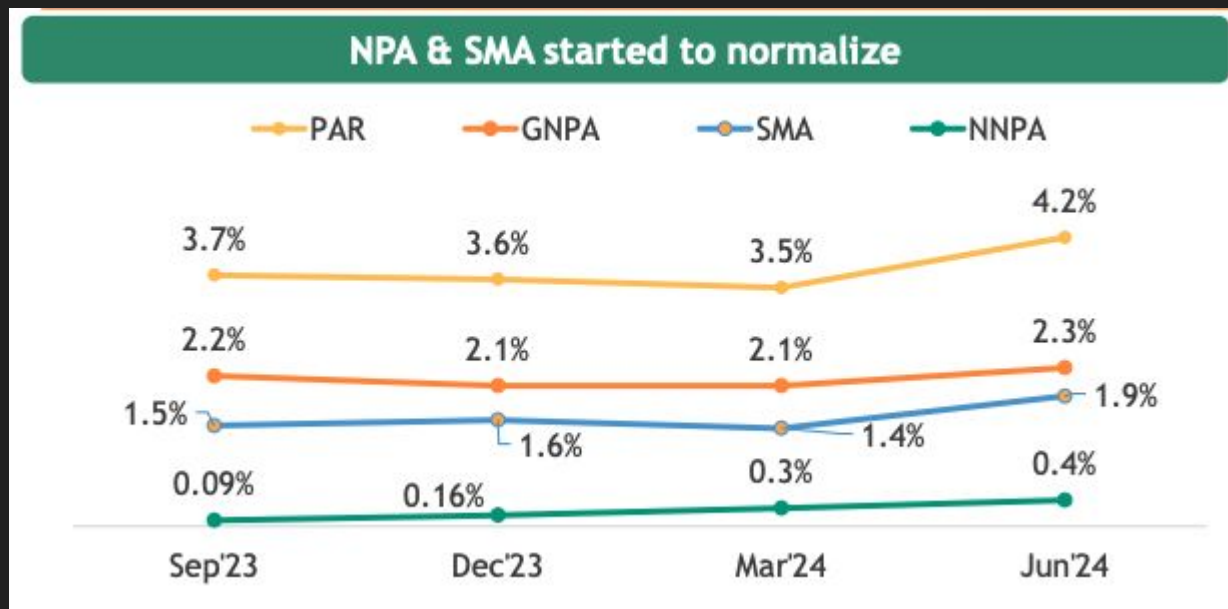
* Includes Micro-LAP



Source: Ujjivan Small Finance Bank June Qtr Analyst Presentation

<https://www.bseindia.com/xml-data/corpfilings/AttachHis/520c14cd-b918-4735-8b02-86937f68f227.pdf>

Ujjivan: NPAs moving up from low levels



Source: Ujjivan Small Finance Bank June Qtr Analyst Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/520c14cd-b918-4735-8b02-86937f68f227.pdf>

Ujjivan: MFI - mature states stable. Emerging states seeing stress.

Saumil Shah:

Last 3, 4 quarters, NPA numbers are gradually increasing. So I do understand these numbers are lowest among the industry, but still since it is increasing, can we know what would be your normalized NPA number going forward or maybe by the end of the financial year?

Ashish Goel:

See, we have seen -- you look at it this way, we have almost 60% of the portfolio in markets which are mature, which is West Bengal, Tamil Nadu, Karnataka, Bihar and Uttar Pradesh, and the sixth being Maharashtra. And this contributes to almost 60%. These markets are mature. We don't see an increase in NPA in these markets. The increase in NPA has happened from Punjab, Haryana, Gujarat, Kerala, Odisha and Rajasthan.

And we also see some 5 to 6 districts of TN, Southern districts where there has been an increase in NPA. So when you look at it from the overall portfolio perspective, we are currently at about 2.3%, 2.4%. We expect that this will peak out to about 2.7%, 2.8% by the end of this financial year and then starts showing the reducing trend.

Ujjivan: MFI Individual loans are better risk than group loans

Vibhas Chandra:

So yes. We covered this, but I would again reiterate that you are right. This is the way we used to think when we started IL long back, about 15 years back. But it's a high ticket sized product and it would be more risky compared to typical group loan, where there is a growth dynamic as well.

But what we have seen in our experience in the last 5 to 6 years, especially during demonetization and after that and during pandemic that IL behaved much better than GL and reason being if you have a base of 40 lakhs to 50 lakhs customer base in GL and you filter out cream of micro finance customers from there and give them IL loan, the chances of these customers behaving better is something which you also expect.

Second, you see in the group loan, the average number of loans per customer at industry level is close to 2.1 at this point of time. That means a customer takes 2 loans. And we have seen through our data that the customers who take higher loan, the affinity towards taking further loans from somewhere else goes down. And that also helps you in collecting -- have a better portfolio quality.

These customers, as I earlier mentioned that our IL process is just not an extension from GL to IL from the same team, but we have an independent business team and independent credit team who assesses these loans. And in these loans, even family members are involved. We also take co-borrowers, so husbands also get involved. And these all together ensure that our IL portfolio is robust and actually behaves a little bit as NGL.

We have a strong plan for IL to grow as we see a lot of upsell opportunity from GL customer to IL customer, and this is something which we'll continue to do. We have been able to grow over 40% for the last 2, 3 financial years. And this trend, you will see will continue in the coming years as well.

Source: Ujjivan Small Finance Bank June Qtr Analyst Transcript

<https://www.bseindia.com/xml-data/corpfilings/AttachHis/ff017720-dcf6-41ac-8661-09144c99081a.pdf>

Ujjivan: Not seeing any increase in disbursement yields

Abhishek Murarka:

Got it. Second question is on the ability to increase disbursement yields. Now your bank just reported that they saw an increase in disbursement yield in housing, business loans, yields. Of course, you don't have yields. But in housing or business loans, are you seeing any opportunity to increase disbursement yields? Or do you think the market is too competitive and for you, it is not possible?

Sanjeev Nautiyal:

We are in the tier 3 kind of markets. For yields, today are comparable to the yields that -- to the companies who are disbursing in tier 3 markets are offering. We are very competitive there. But any change in yield could only happen if we change our market or our customer segment, we don't see that happening in the immediate term.

Source: Ujjivan Small Finance Bank June Qtr Analyst Transcript

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/ff017720-dcf6-41ac-8661-09144c99081a.pdf>

Equitas: Seeing an increase in yields across products

Rajiv Mehta:

Okay. Okay. And next question is yield. So how should we look at our portfolio yield or loan book yield moving from your ex of portfolio mix change. I know the portfolio mix will keep on changing. But otherwise, my question is even at the product level, how do you see the portfolio yields moving and catching up with the disbursement because the reported disbursement yield have been way higher. So when do we see that catch-up happening?

Rohit Phadke:

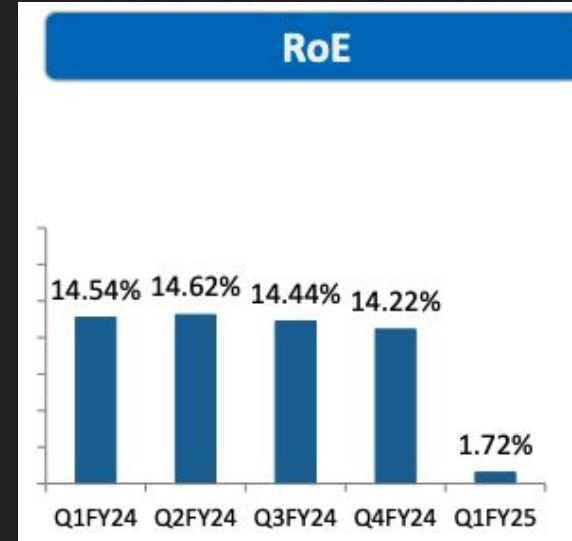
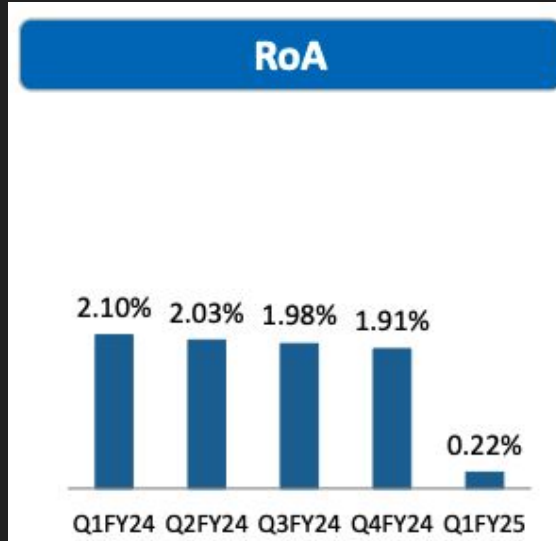
Over of the past data, so that -- I mean that probably might answer your question. Now if I look at ID product wise, for instance, SBL, in March '24 was at -- in March '23, it was 16.29%, in March '24, it was 16.75%. And in June, it has gone up to 17.49%. And in VF, March '24 was 17.23% and June '23, 16.69%. The simple reason is because the product mix, we've done some -- sincere apologies, the connection was disconnected.

So I'll restart. I don't know how much of it you heard. So I was going through the yield. So SBL, if you look at March '23 was at 16.29%, in March '24, it improved to 16.75%. And in June '24, it is at 17.49%. If you look at housing loans, it was 11.73% in March '23, which has gone up to 12.13% in June '24. So this is the direction that the yields will take. I hope that answers your question.

Source: Equitas Small Finance Bank June Qtr Analyst Transcript

<https://ir.equitasbank.com/wp-content/uploads/2024/07/Equitas-Q1FY25-Earnings-Call-Transcript.pdf>

Equitas: Returns dropped coz of higher credit costs



Source: Equitas Small Finance Bank June Qtr Analyst Presentation

<https://www.bseindia.com/xml-data/corpfiling/AttachHis/e330d8ae-bee7-4c29-84b7-2c0b4d2cb278.pdf>

Equitas: Credit costs partly one-time & partly weaker collections

Now I'll talk about what did not go well in the quarter. The first quarter disbursement was quite low. April, in particular, was really bad. And the rest of the months, though saw some improvement was not really still strong. Loan growth was slow also due to factors that we have been hearing from everybody else, whether it is in terms of elections, heat wave, etcetera.

Our microfinance portfolio loan growth was just about 6%, while the non-microfinance was about 21%. July looks good, though, and we are confident that the loan growth momentum will pick up as the month go by. The second thing, which did not go well during the quarter was credit cost. Now credit cost for the quarter has spiked up due to two factors. One is that we have done one-time correction in our PCR ratio, provision coverage ratio, and taken it from about 55-and-odd percent to 70%.

This was done basically because of the new guidelines that RBI has come out with in the month of April for SFBs to convert into universal banks and the requirement there is that the net NPA should be less than 1%. And our net NPA as of March was slightly over 1%. So we have done a one-time correction in our PCR to bring it down to less than 1% and also take PCR to a more reasonable level of about 70%, so that, that goes behind us at one stroke.

The second factor is that even minus the PCR -- minus the 70% one-time correction of PCR, our credit cost has still come out on the higher side for the first quarter. This is because of weaker collections and generally Q1, as we all know, is a seasonally weaker quarter for collections. We are focused on this and expect that the coming quarters should be better.

In microfinance, we have to really see how the second quarter trend shapes up before being able to predict the way forward on microfinance. Our slippages during the quarter were 4.49%, which is above the comfort level of 4% for someone like our bank. The leading contributors to the higher slippages are microfinance and commercial vehicles, which are both elevated during the quarter.

Source: Equitas Small Finance Bank June Qtr Analyst Transcript

<https://ir.equitasbank.com/wp-content/uploads/2024/07/Equitas-Q1FY25-Earnings-Call-Transcript.pdf>

Equitas: Industry-wide issue of MFI overlending. No green shoots.

Ashlesh Sonje: Sir, again, on the same issue, would you have any sense of how -- what is the magnitude of this issue? How long can delinquencies stay persistently high?

P. N. Vasudevan: Yes, that's very difficult to say. But I can tell you that we are concerned. Our slippages is not something we have ever seen in the past. I mean, this kind of slippage consistently month after month is not something we have seen in the past.

Demonetization, we saw a large slippage. But that slippage was maybe about 3 or 4 months, we saw a significant slippage. And after that, the slippage, we were not able to record for a long time. And after that, the remaining became normal. In COVID also, after that holiday period or whatever, that moratorium period as soon as the moratorium stopped and the life was coming back to normal, we were able to get back to reasonable levels of collection efficiency again within a few months, I would say.

This is the first time I'm seeing where an extended period of nearly 9, 10 months, we have been seeing high slippages and it's by all of us and in many markets. So it's very difficult to tell you within what time frame we expect it to come back to normalcy.

In fact, that answer depends on really how we are able to come together all of us and ensure that the code of conduct that have in place he has followed the all of us. That is something, in fact, 3 days back, we had a meeting in Bangalore and all of us pledged will go back and ensure that we all -- at least individually, we'll ensure we discipline ourselves in the market.

So that's the outcome of a three-day-old meeting. So I think the answer to your question lies in how quickly we all become discipline and follow the code of conduct. So I think give us another month or 2, and I think we should be able to come with a much better answer.

Source: Equitas Small Finance Bank June Qtr Analyst Transcript

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Equitas: States with stress are similar to what Ujjivan mentioned

Renish: Okay. Okay. We will take it offline. So secondly, sir, in terms of the MFI stress, right, I mean you alluded that there has been a steady increase in the over the last 10 months. So it is across pan-India? Or there are some specific states, which might have grown at a higher pace over the last 2 years...

Rohit Phadke: So Rohit here, Renish. So there are some states where the problem is absolutely significant, which is Punjab, Haryana, and Gujarat. And there are some states where it is there across branches. For instance, Maharashtra. Some branches definitely. In Tamil Nadu, if you take it, Erode is there, where there's a significant number of branches where this problem is there. And then there is -- it is sporadic in some branches in other places. But these are the main concentration of streets where it is a problem.

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